



Knowledge Structures, Inc. (KSI) provides specialized project management training and consulting services. We connect strategic business needs with project results through proven project management practices. Our experience shows that good project management creates accurate and available information. Accurate and available information allows the organization to make better and timely business decisions.

### **The Knowledge Structures Difference**

Knowledge Structures provides training and consulting services tailored to the specific business needs of our customers. Our customer focus has led to an outstanding reputation in the project management training and consulting community. KSI works with project managers in many Fortune 500 companies and public sector organizations. A partial list of customers includes:

- Amazon.com
- American Express
- Ameritech Services
- Basic American Foods
- Coca-Cola Company
- Environmental Systems Research Institute
- GTE Directories
- Hewlett Packard
- Microsoft Corporation
- Nike
- Oracle Corporation
- Pacific Bell
- Sacramento Municipal Utilities District
- State of California
- Sun Microsystems
- Universal Underwriters Group

### **Prominent Customers**

#### **Microsoft**

In 1992, after a rigorous evaluation of 112 project management training and consulting firms, Microsoft Corporation selected KSI as its primary provider of project management training and consulting. We have trained over 1500 project managers and development leads in project management practices in the U.S. and overseas. Our work continues to be a

critical success factor of the product teams within Microsoft. Our practices have proven so successful, that the company has incorporated them within their "Microsoft Software Development Framework" provided by their Consulting Services Division.

#### **Basic American Foods**

Facing increased competitive pressures, and the need to leverage resources across the organization, KSI is assisting Basic American foods in the implementation of their project management framework and the deployment of their Project Management Office.

#### **Universal Underwriters Group**

To maintain its leadership position in the automobile insurance industry, KSI worked with Universal Underwriters Group to bring its IT skills from a Capability Maturity Model (CMM) level 1 to level 3. After 18 months, UUG has achieved its goal.

#### **State of California**

Several State of California departments, including Employment Development, Forestry, Social Services, Motor Vehicles, and the Franchise Tax Board have selected KSI through competitive processes to provide project management training tailored to their needs. In addition KSI has works with departments to establish Project Management Offices to ensure knowledge transfer and long-term project success. These practices are being institutionalized within these departments.

### **Exceeds Industry Standards**

At Knowledge Structures we believe *delivery* is the key word in measuring project performance. To achieve high performance levels, every organization needs a tailored plan

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—a blend of flexibility and rigor, process improvement, and enhanced people skills oriented to specific delivery goals.

We bring together best practices from our experience with hundreds of projects representing a variety of industries and the Project Management Institute's Project Management Body of Knowledge (PMBOK).

Our approach:

- Incorporates a proven project management framework that can be tailored to the needs of the project;
- Complies with PMI's PMBOK and allows participants to prepare for PMI certification; and,
- Has been incorporated in the State of California's Project Management Methodology.

### **The Knowledge Structures Standard**

At Knowledge Structures we employ a proven method to manage and achieve high quality project delivery. Our success is founded on the broad experience base of KSI staff— many years of experience in a variety of industries and project environments. KSI instructors and consultants are carefully selected and each has in excess of fifteen years of experience in strategic planning, business case development, project management, and risk management training and consulting.

### **Comprehensive Training**

Knowledge Structures offers training in a range of subjects, each developed in response to our customer's requests, to deal with real problems in their project environments. Our training curriculum includes:

- Implementing Strategic Plans
- Developing a Solid Business Case
- Conducting a Feasibility Study
- Project Management Essentials

- Managing Project Size, Complexity, and Risk
- Shipping Software on Time
- Managing Dependencies
- Developing Quality Software
- RADical Software Development™
- Gathering Complete Client Requirements
- Software Inspection and Review Techniques

KSI is available to conduct on-site workshops geared specifically to the needs of our customers.

### **Consulting Services**

To complement our training curriculum, we offer consulting services in the following key business areas:

- Evaluation of the enterprise's strategic objectives and the product development framework;
- Identification of tactical plans across the enterprise's business areas;
- Development of business operational plans aligned to strategic plans;
- Preparation of the project team and affected business areas;
- Assessment of product and process progress;
- Assessment of current project management capability; and,
- Implementation of a proven project management process.

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